

QUINLAN & ASSOCIATES

CONSULTANT / SENIOR CONSULTANT / ASSOCIATE

An exciting opportunity exists at Quinlan & Associates, a leading independent strategy consulting firm specialising in the financial services industry.

We are looking to hire between two and three full-time Consultants / Senior Consultants / Associates, with between one and three years of relevant experience, to assist with the company's rapid growth and support our strong project pipeline.

RESPONSIBILITIES

Your time will be spent on the following:

- **Projects:** serving as a key team member on a wide spectrum of consulting projects
- **Thought Leadership:** supporting the production of industry thought leadership reports
- **Marketing:** producing client-ready marketing material and project pitches

On a daily basis, you will focus on conducting detailed analysis, as well as a combination of primary and secondary research. Your key responsibilities will include:

- Analysis, interpretation, and synthesis of industry and market data
- Detailed competitor analysis and benchmarking
- Organisational case studies and deep-dives
- Research on policy and regulatory developments in our key focus industries
- Development of financial models and forecasts
- Interviews and liaisons with key stakeholders
- Presentation to clients
- Provision of support to Partners on project proposals, thought leadership reports, and client presentations, on an ad hoc basis

WHAT WE LOOK FOR

You will be an experienced consultant with one to three years of experience in management consulting (i.e. Big 4, MBB, boutique), having focused on delivering large-scale and complex strategic projects. In addition, you will have:

- Proven strategy project execution capabilities in the financial services industry
- Experience in one or more the following projects: corporate strategy development, new market entry, M&A strategy, strategic / commercial due diligence, organisational data strategy, new product development, digital transformation, process re-engineering, operating model development, regulatory strategy
- Experience working with clients in one or more of the following industries: investment banking, retail / commercial / corporate banking, asset management, market infrastructure, brokerages, insurance companies, payments / wallets, remittances, virtual / digital banking, online lending, crypto / digital assets, e-commerce, InsurTech, RegTech, WealthTech
- A sound understanding of financial and economic concepts
- An outstanding academic track record from a top-tier university (i.e. 2:1 / upper second class honours or higher as a minimum)
- Strong problem-solving and lateral thinking skills
- Robust quantitative skills and the ability to work with large volumes of data
- A proactive attitude with the capacity to work independently and as part of a team
- Outstanding written and verbal communication skills
- Native fluency in English (both written and verbal)
- Strong Microsoft Office skills (especially MS Excel and PowerPoint)
- A hunger to learn with a strong ownership mindset
- A good sense of humour
- The ability to work in Hong Kong

Please note that proficiency in Chinese (both Mandarin and Cantonese) is preferred but not required.

WHAT WE OFFER

We offer our Consultants comprehensive on-the-job training, mentorship by senior finance and strategy professionals, and unmatched exposure to the world of management consulting. We provide our employees with a challenging and stimulating career and the chance to work alongside a diverse array of innovative clients across a variety of industries and markets. Most importantly, we pride ourselves on our unique company culture built around a collaborative, innovative, and fun working environment.

Some of the benefits we offer include:

- **Salary:** competitive
- **Bonus:** highly competitive annual bonus (discretionary)
- **Benefits:** comprehensive medical insurance
- **Company Perks:** flexible working arrangements, annual birthday leave, company sponsored lunches / drinks

WHO WE ARE

Quinlan & Associates is a leading independent strategy consulting firm specialising in the financial services industry.

We are the first firm to offer end-to-end strategy consulting services. From strategy formulation to execution, to ongoing reporting and communications, we translate cutting-edge strategic advice into commercially executable solutions.

With our team of top-tier financial service and strategy consulting professionals and our global network of alliance partners, Quinlan & Associates gives its clients the most up-to-date industry insights from around the world, putting them an essential step ahead of their competitors.

Quinlan & Associates. **Strategy with a Difference.**

HOW TO APPLY

You can apply to the role by via the following link:

<https://www.quinlanandassociates.com/job-application/>

Required Document:

- C.V.
- Cover letter
- Academic Transcript

Optional Document:

- Any additional reference or test scores